

***APPLICATION FOR
NONDEPOSITORY
FINANCIAL SERVICES LOAN COMPANY***

***(SUBMIT IN DUPLICATE; INVESTIGATION FEE OF \$5,000.00 IS TO BE SUBMITTED WITH
THE APPLICATION; A \$15.00 SERVICE CHARGE WILL BE ASSESSED
FOR EACH DISHONORED CHECK RECEIVED.)***

**THIS MATERIAL CAN BE MADE AVAILABLE FOR INDIVIDUALS WITH
SPECIAL NEEDS IN BRAILLE, LARGE PRINT OR AUDIO TAPE.
PLEASE SUBMIT YOUR REQUEST TO THE COMMISSIONER OF
FINANCIAL INSTITUTIONS AT (808) 586-2820.**

PROPOSED NAME

ADDRESS

CITY

STREET

ISLAND

STATE

ZIP CODE

I. INFORMATION FOR THE APPLICANT - PUBLIC SECTION

Schedules or inserts may be attached to this application whenever the space provided is insufficient.

Attached schedules or inserts are a part of this application and should be on paper the same size as this page.

Applications are to be securely bound.

Copies of the completed application are to be forwarded to the Commissioner of Financial Institutions.

A complete copy should be retained by the applicants.

Requests for clarification as to what information is necessary to complete this application should be directed in writing to the Commissioner of Financial Institutions.

You may provide any information in addition to that requested in the application which, in your opinion, might aid in the disposition of your proposal. However, any such unsolicited information will be accepted for consideration with the understanding that it may be made public.

It is the affirmative duty of the applicants to advise the Commissioner of Financial Institutions of any changes in the proposed management (Officers and Directors) or in the proposed ownership of 5% or more of the applicants' stock which occur prior to the opening of the applicants' business.

Complete responses to all applicable questions in this application will expedite processing.

We, the undersigned applicants, being natural persons and of lawful age, intend to organize a nondepository financial services loan company. We hereby make application to the Commissioner of Financial Institutions for a nondepository financial services loan company license under the provisions of Chapter 412, Hawaii Revised Statutes.

It is further understood that the license will not become effective (a) until the company has been incorporated and authorized to engage in financial services loan company business; (b) until the Board of Directors of the company has adopted a resolution ratifying and confirming the action of these persons in making this application with supporting information; (c) until the company has fulfilled such requirements, if any, as may be imposed by the Commissioner of Financial Institutions as a condition of his/her appraisal of this application; and (d) until the company has been notified that its application has been approved.

In support of this application, we hereby make the following statements and representations and submit the following information upon the several factors enumerated in the Hawaii Revised Statutes for the purpose of inducing the Commissioner of Financial Institutions to approve the proposed nondepository financial services loan company application and we hereby request that examiners be assigned to make any investigation necessary.

THE UNDERSIGNED HEREBY CERTIFY, JOINTLY AND SEVERALLY, that the statements contained herein are true to our best knowledge and belief, and that they are made for the purpose of inducing the Commissioner of Financial Institutions to grant a nondepository financial services loan company license.

| SIGNATURE AND PLACE OF RESIDENCE | SIGNATURE AND PLACE OF RESIDENCE |
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The correspondent who is making the filing, and to whom requests and correspondence are to be directed is:

Name: _____
Business Address: _____

Telephone Number: _____

I. CORPORATE FORM

- a. Exhibit _____ A Certificate of Resolution of the proposed name to be obtained from the Business Registration Division of the Department of Commerce and Consumer Affairs, State of Hawaii, if applicable. For existing corporations, submit a communication from the Business Registration Division of the Department of Commerce and Consumer Affairs, State of Hawaii, that the company is properly registered and in good standing in the State of Hawaii.

- b. Exhibit _____ A copy of the corporation's Articles of Incorporation.

- c. Exhibit _____ A copy of the corporation's By-Laws.

- d. Exhibit _____ Any intended or existing affiliates, subsidiaries, and holding company of the proposed nondepository financial services loan company and the extent and nature of the holding company's control over the operations of the proposed nondepository financial services loan company.

V. PLAN OF BUSINESS

Exhibit _____ A detailed narrative statement of the company's proposed plan of business setting forth both the business in which the company proposes to engage in at the outset and its plan for the future. Full particulars should be given so that the Commissioner of Financial Institutions will be fully informed as to just what the company is to do and how it proposes to do it.

The business plan should include:

- (A) A written description of the company's proposed financial products;
- (B) A written statement which explains how the scope of the proposed business complies with article 9 and why any existing lines of business do not conflict with the provisions of article 9;
- (C) A written description of the company's proposed plan of marketing its products, whether through affiliates, subsidiaries, service corporations, or holding company;
- (D) Financial projections regarding the nondepository financial services loan company's profitability; and
- (E) Any and all contractual arrangements which are intended to be executed between the nondepository financial services loan company and its holding company, affiliates, and subsidiaries.

ESTIMATED INCOME AND EXPENSES

Instruction: The following projections should be prepared in accordance with the American Institute of Certified Public Accountants Guidelines, "Audits of Finance Companies". If not consistent, explain fully in the comment section below.

Describe in comments below the assumptions on which the estimated return and the expense estimates are based.

Exhibit _____ List all principal businesses located in close proximity of proposed locations.

Exhibit _____ List each financial services loan company located in the proximity of the proposed location of the applicant; please show address of each company and the approximate distance from your location.

IV. GENERAL CHARACTER OF MANAGEMENT

Exhibit A A financial report and biographical information for each director, each officer, and each person owning or subscribing to 5% of the total capital.

Exhibit B Three letters of character reference for each director, each officer, and each person owning or subscribing to 5% of the total capital.

 Note: If a corporation is the principal stockholder, please furnish for each director, each officer and each person owning or subscribing to 5% of the total capital the same information requested above.

Exhibit C If applicant is a wholly-owned subsidiary, please furnish an organizational chart of the entire corporate structure showing percentage of ownership interest and summary of business activities for each related company.

Exhibit D Name of proposed managing officer who will manage the proposed nondepository financial services loan company. Please furnish detailed information relative to educational background and experience in conducting a nondepository financial services loan company.

Exhibit E Copies of any employment contracts relating to individual employed by the nondepository financial services loan company.

Exhibit F If a wholly owned subsidiary or business financial statements for 3 most recent years.

V. PROPOSED POLICIES

Exhibit I Proposed loans policy.

Exhibit II Proposed investments policy.

Exhibit III Proposed operations policy.

Exhibit IV Proposed accounting policy.

Exhibit V Proposed record-keeping policy.

Exhibit VI Proposed compliance with applicable federal & state consumer laws.

LEGAL HISTORY QUESTIONNAIRE

Company Name

Name

Answer the following questions with respect to: (1) the applicant; (2) the individual officers and directors; any controlling shareholder. For any question answered "YES" provide full details. **(Provide exhibit references if necessary.)**

| YES | NO | |
|-------|-------|--|
| _____ | _____ | (a) Has any such person been convicted of, or has pleaded nolo contendere to, or been charged as a defendant in any criminal proceeding with, any crime involving an act of fraud or dishonesty; |
| _____ | _____ | (b) Has consented to or suffered a judgment in any civil or administrative action based upon conduct involving an act of fraud or dishonesty, or is any such proceeding pending against any such person; |
| _____ | _____ | (c) Has consented to or suffered any indictment, formal investigation, examination, or civil or administrative proceeding that resulted in any agreement, undertaking, consent, or order issued by any federal or state court, any department, agency, or commission of the United States government, any state of municipality, any self-regulatory trade or professional organization, or any foreign government or governmental entity, which involves an act of fraud or dishonesty; |
| _____ | _____ | (d) Has consented to or suffered the suspension or revocation of any professional, occupational, or vocational license or other authorization to engage in a business activity based upon conduct involving an act of fraud or dishonesty, or is any such proceeding pending; |
| _____ | _____ | (e) Has knowingly made or caused to be made in any application or report filed with the commissioner or in any proceeding before the commissioner, any written or oral statement which was at the time and in light of the circumstances under which it was made false or misleading with respect to material fact, or has wilfully omitted to state a material fact with respect to information furnished or requested in connection with such an application; |
| _____ | _____ | (f) Has knowingly or wilfully committed any violation of, or has knowingly or wilfully aided, abetted, counseled, commanded, induced, or procured the violation by any other person of, any provision of state law or rule; |
| _____ | _____ | (g) Has been involved in the denial, withdrawal after receipt of formal or informal notice of an intent to deny, by the applicant or affiliates of the applicant, of: |
| _____ | _____ | (1) Any application relating to the organization of a financial institution; |
| _____ | _____ | (2) An application to acquire any financial institution, subsidiary or holding company thereof; |
| _____ | _____ | (3) A notice relating to a change in control of any financial institution, subsidiary or holding company thereof; |
| _____ | _____ | (h) Has been placed in receivership or conservatorship during the preceding ten years, was a management official or director of a financial institution which entered into receivership or conservatorship, was placed in a management consignment program, or was liquidated during his or her tenure or within two years thereafter. |

I declare that I have reviewed the above and to the best of my knowledge and belief, it is true and correct.

Signature

Title

Date

II. GENERAL CHARACTER OF THE MANAGEMENT

A. DIRECTORS, OFFICERS, AND SHAREHOLDERS

INSTRUCTIONS: List alphabetically, by group, all *Directors, Non-Director Officers,* and *any others owning or subscribing to 5% or more of the proposed capital.* Indicate the status of each individual listed by checking the appropriate box at left. *D-Director, O-Officer, and S-Shareholder.* If disclosure of any of the proposed officers of the Applicant would jeopardize current employment, include the information in the Confidential Section.

| STATUS (Check) | NAME AND ADDRESS (Include ZIP Code) | OCCUPATION | TITLE |
|----------------------------|--|------------|-------|
| <input type="checkbox"/> D | | | |
| <input type="checkbox"/> O | | | |
| <input type="checkbox"/> S | | | |
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II. GENERAL CHARACTER OF THE MANAGEMENT *(Continued)*

DISCUSS CHANGES CONTEMPLATED IN THE PROPOSED DIRECTORATE OR ACTIVE MANAGEMENT DURING THE FIRST YEAR.
(If none, so state.)

IMPORTANT: Prompt written notification must be given to the Commissioner of Financial Institutions if changes in the directorate, active management, or in the ownership of 5% or more of the stock are made or planned prior to opening or within the first three years of the company's operation. The notification should include both the original cost and subsequent sales price of any such stock which changes ownership.

B. COMMITTEES

LOAN

| NAMES OF MEMBERS | DUTIES |
|------------------|--------|
| | |

INVESTMENT

| NAMES OF MEMBERS | DUTIES |
|------------------|--------|
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AUDIT

| NAMES OF MEMBERS | DUTIES |
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| III. FINANCIAL HISTORY AND CONDITION | | | |
|--|--------|-------------------------------------|--------|
| A. STATEMENT OF CONDITION | | | |
| ASSETS | | LIABILITIES AND CAPITAL | |
| Description | AMOUNT | Description | AMOUNT |
| Cash and due from banks | | LIABILITIES | |
| Securities | | | |
| Loans | | | |
| Premises | | TOTAL LIABILITIES | |
| Furniture, fixtures and equipment | | CAPITAL | |
| Other assets | | | |
| Net organization expense (same as III E) | | Total Capital Accounts (Same as IV) | |
| TOTAL ASSETS | | TOTAL LIABILITIES AND CAPITAL | |
| | | | |

| B. PREMISES TO BE OCCUPIED BY COMPANY | |
|--|--|
| INSTRUCTIONS: Complete all appropriate sections below. Where not applicable, insert None. When the disclosure of any information may adversely affect ongoing negotiations, include such information in the Confidential Section of this application. Copies of any completed contracts should be submitted for the confidential use of the Commissioner of Financial Institutions. | |
| | |

Provide a detailed sketch of the proposed location including all office spaces.

| | |
|--|--|
| 1. Type of Occupancy (Check all which apply to indicate both types of quarters at opening and contemplated permanent quarters.) | |
| <input type="checkbox"/> Permanent quarters leased (Complete 2 and 3 below) | <input type="checkbox"/> Permanent quarters owned (complete 2 and 4 below) |
| <input type="checkbox"/> Temporary quarters (Complete 5 below) | |

| 2. DESCRIPTION OF PREMISES | | | | | | |
|----------------------------|------------------------|----------------|--------------------|-----------------------|----------|---------|
| DIMENSIONS OF LOT | DIMENSIONS OF BUILDING | NO. OF STORIES | NO. PARKING SPACES | NO. TELLER'S STATIONS | | |
| | | | | Inside | Drive-Up | Walk-Up |
| | | | | | | |

| |
|---|
| TYPE OF CONSTRUCTION OF BUILDING |
| DETAILS OF BUILDING INTERIOR (Mention all employee facilities and size of lobby area) |

| 3. PREMISES LEASED | | |
|--|-------------------------------------|-------------------------|
| NAME OF OWNER | COST OR APPRAISED VALUE OF PREMISES | INSURANCE TO BE CARRIED |
| COST AND DESCRIPTION OF LEASEHOLD IMPROVEMENTS | | ANNUAL RENTAL |
| | | ANNUAL AMORTIZATION |
| TERMS OF LEASE (Include renewal options) | | |

| | | |
|---|------------------|-----------------|
| 4. PREMISES OWNED | | |
| EXISTING STRUCTURE | | |
| NAME OF SELLER | DATE CONSTRUCTED | COST TO COMPANY |
| COST AND DESCRIPTION OF NECESSARY REPAIRS AND ALTERATIONS | | |

| | | | |
|--------------------|-------------------------|-------------------------------|---------------------|
| Assessed Valuation | Insurance to be Carried | Estimated Annual Depreciation | Depreciation Method |
|--------------------|-------------------------|-------------------------------|---------------------|

| | | | |
|---|-------------------------|-------------------------------|---------------------|
| PROPOSED STRUCTURE | | | |
| IMPORTANT: In estimating cost of construction, include architect's fee, site preparation, paving and landscaping. | | | |
| NAME OF SELLER OF LOT | | COST OF LOT | CONSTRUCTION COST |
| Estimated Assessed Valuation | Insurance to be Carried | Estimated Annual Depreciation | Depreciation Method |
| IS THE STRUCTURE TO BE DESIGNED TO PERMIT ADDITIONS TO THE BUILDING AT A LATER DATE? <input type="checkbox"/> YES <input type="checkbox"/> NO | | | |

| | |
|--|-------------------------|
| 5. TEMPORARY QUARTERS | |
| NAME OF OWNER | COST OR MONTHLY RENTAL |
| LOCATION (Include distance and direction from permanent quarters) | INSURANCE TO BE CARRIED |
| DESCRIPTION OF FACILITIES AND SERVICES OFFERED (Submit copies of lease or other contracts) | |

| |
|----------|
| COMMENTS |
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| III. FINANCIAL HISTORY AND CONDITION (Continued) | | | |
|---|---------------------------|-----------------------------|---------------------------------|
| C. PROPOSED INVESTMENT IN AND RENTAL OF FURNITURE, FIXTURES AND EQUIPMENT | | | |
| ITEM | TOTAL NO. OF UNITS | TOTAL COST (If owned) | ANNUAL RENTAL (If leased) |
| | | | |
| Safe | | | |
| Vault Door | | | |
| Vault Ventilator | | | |
| Counter and Gate Fixtures | | | |
| Drive-in Tellers' Windows | | | |
| Night Depository | | | |
| Tellers' Chests | | | |
| Walk-up Tellers' Windows | | | |
| Adding Machines | | | |
| Automobiles | | | |
| Cancelling Machine | | | |
| Checkwriter | | | |
| *Electronic Data Processing Equipment | | | |
| Microfilmer | | | |
| Posting Machines | | | |
| Proof Machines | | | |
| Tellers' Machines | | | |
| Typewriters | | | |
| Chairs | | | |
| Desks | | | |
| Filing Cabinets | | | |
| Tables | | | |
| Air Conditioning System | | | |
| Heating System | | | |
| Carpeting | | | |
| Draperies | | | |
| Other (Specify): | | | |
| | | | |
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| | | | |
| TOTALS | | | |
| TOTAL INSURANCE TO BE CARRIED | TOTAL ANNUAL DEPRECIATION | | DEPRECIATION METHOD |

*LIST ALL ITEMS COMPRISING THIS EDP INVENTORY AND LIST THE APPLICATIONS THAT WOULD BE PROCESSED ON PREMISES.

DO PROPONENTS PLAN TO CONTRACT FOR OFF-PREMISE ELECTRONIC DATA PROCESSING SERVICE? ☐ YES ☐ NO
(If yes, list servicer(s) if known and the applications that would be processed off-premise. Attach copies of any electronic data processing agreements that have been executed.)

III. FINANCIAL HISTORY AND CONDITION (Continued)

D. RELATIONSHIPS AND ASSOCIATIONS WITH THE APPLICANT

ARE ANY ARCHITECTS, REAL ESTATE BROKERS, THE SELLERS OR LESSORS OF LAND, BUILDINGS OR EQUIPMENT LISTED HEREIN OTHERWISE DIRECTLY OR INDIRECTLY ASSOCIATED WITH THE APPLICANT? ☐ YES ☐ NO *(If Yes, complete the following table.)*

| NAME | ITEM <i>(Mark Appropriate Column)</i> | | | RELATIONSHIP OR ASSOCIATION WITH APPLICANT <i>(Specify Director, Officer, 5% Stockholder, or their relatives. Designate any business interests of the aforementioned.)</i> |
|------|--|----------|-----------|---|
| | Land | Building | Equipment | |
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IMPORTANT: Upon approval the applicant will not refinance, directly or indirectly, any loan, advance, or credit extension originally made by any existing financial institution, or others, to any of the individuals listed above for the purpose of obtaining funds to purchase the fixed assets.

D1. FULL DISCLOSURE OF INSIDER TRANSACTIONS

Full disclosure will be required in writing to all directors and shareholders concerning all insider transactions including fixed asset involvements, and attorney, consultant and similar fees in excess of \$5,000. If such disclosure has been made, *attach* a copy thereof, indicate to whom the disclosure was made, and the date of such disclosure. If disclosure has not been made, indicate plans in this regard.

III. FINANCIAL HISTORY AND CONDITION (Continued)

E. ORGANIZATION EXPENSES

INSTRUCTIONS: List all expenses related to the organization of the Applicant's Company. Include all expenses paid, additional costs anticipated prior to the opening date, and include any expenses for work performed during the organization phases for which disbursement has been deferred beyond the opening date.

IMPORTANT: If legal or other fees appear to be excessive in volume or amount, supportive documentation will be required.

| NAME OF RECIPIENT | ASSOCIATION WITH APPLICANT <i>Mark appropriate column</i> | | | TYPE OF RELATIONSHIP <i>(Specify Director, Officer, 5% stockholder, or their relatives. Designate any business interests of the aforementioned.)</i> | AMOUNT |
|---|--|----------|------|---|--------|
| | Direct | Indirect | None | | |
| Attorney Fees: | | | | | |
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| 1. TOTAL ATTORNEY FEES | | | | | |
| Consultant Fees: | | | | | |
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| 2. TOTAL CONSULTANT FEES | | | | | |
| 3. TOTAL PRE-OPENING SALARIES | | | | | |
| 4. TOTAL PRE-OPENING TRAVEL AND ENTERTAINMENT | | | | | |
| 5. TOTAL APPLICATION AND INVESTIGATION FEES | | | | | |
| Other Expenses: <i>(Describe in detail any item in excess of \$1,000)</i> | | | | | |
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| 6. TOTAL OTHER EXPENSES | | | | | |
| Total Organization Expenses <i>(Sum of lines 1 thru 6 above.)</i> | | | | | |
| Pre-opening Income | | | | | |
| NET TOTAL | | | | | |

DESCRIBE SOURCE OF PRE-OPENING INCOME

DESCRIBE HOW ORGANIZATION EXPENSES WILL BE PAID

IV. SATISFACTION OF
MINIMUM CAPITAL REQUIREMENTS

| DESCRIPTION | AMOUNT |
|----------------------------|--------|
| Common Capital | |
| Surplus | |
| Other Capital Segregations | |
| TOTAL | |

Exhibit_____ List amounts and recipients of any fees or commissions in connection with the sale of stock.

Exhibit_____ Attach a copy of the stock subscription form which will be used in connection with the issuance of capital stock. A substantially complete list of stock subscribers will have to be submitted before the application can be processed.

| DESCRIPTION | | | | | ESTIMATED AMOUNT | | |
|--|--|--|--|--|------------------|-------------|------------|
| | | | | | First Year | Second Year | Third Year |
| Gross Income (% % %) | | | | | | | |
| EXPENSES: | | | | | | | |
| 1. | Salaries and benefits | | | | | | |
| 2. | Interest on deposits | | | | | | |
| 3. | Net occupancy expense <i>(details below)</i> | | | | | | |
| 4. | Furniture and equipment <i>(depreciation, rental, maintenance, etc.)</i> | | | | | | |
| 5. | Provision for loan losses | | | | | | |
| 6. | Other operating expenses: | | | | | | |
| | Advertising | | | | | | |
| | Telephone | | | | | | |
| | Legal | | | | | | |
| | Postage | | | | | | |
| | Computer services | | | | | | |
| | Directors' fees | | | | | | |
| | Assessments by regulatory authorities | | | | | | |
| | Miscellaneous | | | | | | |
| 7. | Net organization expenses <i>(1st year only. Should agree with III E.)</i> | | | | | | |
| TOTAL ESTIMATED EXPENSES | | | | | | | |
| ESTIMATED NET PROFIT OR <i>(LOSS)</i> | | | | | | | |
| OCCUPANCY EXPENSE: | | | | | | | |
| | Rent | | | | | | |
| | Depreciation | | | | | | |
| | Repairs | | | | | | |
| | Maintenance <i>(Including building staff salaries)</i> | | | | | | |
| | Insurance | | | | | | |
| | Taxes on real estate | | | | | | |
| | Utilities <i>(heat, light, power, etc.)</i> | | | | | | |
| | Other occupancy cost | | | | | | |
| TOTAL OCCUPANCY EXPENSES | | | | | | | |
| Less: Rental Income | | | | | | | |
| Net occupancy cost <i>(should agree with line 3 above)</i> | | | | | | | |

COMMENTS

VI. CONVENIENCE AND NEEDS OF THE COMMUNITY TO BE SERVED

INSTRUCTIONS: The proponents are responsible for developing the Convenience and Needs of the Community factors in a way which clearly shows the economic support and justification for the applicant. Submit such data relating to the trade area which you feel is relevant to the proposal. If an economic survey or feasibility study has been prepared it may provide most of the information requested. Such information submitted in support of your application will be included in the public file.

THE PROPONENTS ARE OF THE OPINION THAT the interest of the residents of the proposed trade area would be served by the establishment of the applicant. Data to support this opinion is presented below and other information submitted with the application.

A. DESCRIPTION OF THE AREA TO BE SERVED

DESCRIBE THE TRADE TERRITORY WHICH THE APPLICANT WILL SERVE *(Include the geographic boundaries within which all or most of the applicant's potential customers reside).*

CONFIDENTIAL SECTION

I. FINANCIAL HISTORY AND CONDITION

OUTLINE BELOW INFORMATION WITH REGARD TO FIXED ASSETS WHICH YOU BELIEVE, IF DISCLOSED TO THE PUBLIC, WOULD ADVERSELY AFFECT ONGOING NEGOTIATIONS.

OUTLINE BELOW, IN DETAIL, THE BASIS FOR COST ESTIMATES FOR PREMISES SHOWN IN THE PUBLIC SECTION.

IF FIXED ASSETS ARE TO BE PURCHASED FROM A RELATED PARTY, EVIDENCE OF THE REASONABLENESS OF THE COST(S) MUST BE PROVIDED. ATTACH COPIES OF BIDS, INDEPENDENT APPRAISALS AND/OR OTHER SUPPORTING EVIDENCE.

IF AN INSIDER IS A PARTY TO ANY LEASE CONTRACT IN CONNECTION WITH THE APPLICATION, EXPLAIN THE MANNER IN WHICH LEASE PAYMENTS WERE DETERMINED.

a

I. FINANCIAL HISTORY AND CONDITION (Continued)

SPECIFY THE TIME REQUIRED TO PREPARE THE PREMISES FOR OCCUPANCY. IF TEMPORARY QUARTERS ARE ANTICIPATED, ESTIMATE THE PROBABLE TERM OF OCCUPANCY AND DESCRIBE THE DISPOSITION OF SUCH QUARTERS.

II. ADEQUACY OF CAPITAL STRUCTURE

STATE THE CASH DIVIDEND POLICIES TO BE FOLLOWED DURING THE FIRST THREE YEARS OF OPERATION.

IMPORTANT: A substantially complete list of stockholders will be required prior to final consideration of this application.

INSTRUCTIONS: List all known stockholders of the capital stock of the Applicant.

| NAME | PLACE OF RESIDENCE | NO. OF SHARES | COST OF SHARES SUBSCRIBED |
|------|--------------------|---------------|---------------------------|
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[illegible]

III. FUTURE EARNING PROSPECTS

| ESTIMATE OF SALARIES AND WAGES | | | |
|--------------------------------|------------|-------------|------------|
| Position | First Year | Second Year | Third Year |
| Chairman of the Board | | | |
| President | | | |
| Executive Vice President | | | |
| Vice President(s) | | | |
| TOTAL | | | |

| ESTIMATED LOAN DIVERSIFICATION | | | | | | |
|--------------------------------|--------------------------|------------------------|--------------------------|------------------------|--------------------------|------------------------|
| Type of Loan | First Year | | Second Year | | Third Year | |
| | Estimated Average Volume | Average Percent Return | Estimated Average Volume | Average Percent Return | Estimated Average Volume | Average Percent Return |
| Commercial | | % | | % | | % |
| Installment | | % | | % | | % |
| Real estate | | % | | % | | % |
| Term | | % | | % | | % |
| Purchased Participations | | % | | % | | % |
| TOTAL | | | | | | |

EXCHANGE AND SERVICE CHARGE POLICIES TO BE FOLLOWED

COMMENTS (Include other information supporting income and expense estimates reported in the Public Section of this application.)